

Current Data

New Retail Deliveries YTD (units)	54
Month of Year	4
Average # Retail Units Delivered Per Month	14
Total # Units Currently in Inventory	9
Months Supply "In Units"	0.7
CURRENT Inventory Turn Rate	18.0
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 4,851
CURRENT Monthly Gross Profit	\$ 65,489
CURRENT Yearly Front End Gross Profit Total	\$ 785,862

Projection

	60.0
	\$ 4,851.0
	45
	\$ 218,295
	\$ 152,807
	\$ 2,619,540
	\$ 1,833,678

Additional Income

				Monthly
				32
Current New Vehicle F&I Average PVR			1383	\$ 44,256
PDI & Accessory Sales PVR	600	X 50% Gross	\$ 300	\$ 9,600
Trade %	64%	# of Trades	20.3	\$ 3,152

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	3.0	\$	8,636
Average Recon on U/C Trade	1000	X 50% Gross	\$ 500	\$	87,414
Average PUVR Wholesale			\$ 1,034	\$	-
Average PUVR (Front and Back) on Trades			\$ 5,061	\$	-
Hard Pack Per Unit UV			\$ -	\$	8,623
Hard Pack Per Unit NV			\$ -	\$	9,600
Doc Fee/ Admin Fee Per Unit			\$ 175	\$	28,384
OEM Incentives Per Unit			\$ 300	\$	6,816
Floorplan Assistance Per Unit			\$ 887	\$	152,806.50
Advertising Credits Per Unit			\$ 213	\$	206,480
Total Washout PNVR (Adjusted for %s)			\$ 11,303	\$	359,286
Note: This does not include future Gross Opportunities				\$	508,657

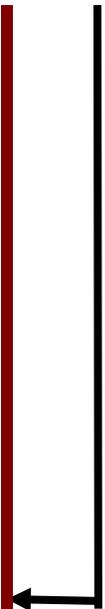


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	



PROJECTED	<u>Yearly</u>
Additonal NV Units	384
NV F&I Increase	\$ 531,072
PDI & Accesory Increase	\$ 115,200
UV Wholesale Increase	\$ 37,820

UV Recon Increase	\$ 103,632
UV Retail PUVR Increase	\$ 1,048,963
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 103,471
OEM Incentives Increase	\$ 115,200
Floorplan Assistance Increase	\$ 340,608
Advertising Credit Increase	\$ 81,792
Front End Variance (from above)	\$ 1,833,678
Additional Income Variance	\$ 2,477,758
Total Variance	\$ 4,311,436
Total Projected Gross Profit	\$ 6,103,887





Projections

Data

Projected New Retail Deliveries YTD (units)	540
Average <u>Front End</u> Gross Profit PNVR	\$ 4,851
Annualized Yearly Front End Gross Profit Total	\$ 2,619,540



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average	Average PVR		\$ 1,383	\$ 746,820
PDI & Accessory Sales PVR	\$ 600	X 50% Gross	\$ 300	\$ 162,000
Trade %	64%	# of Trades	342.9	342.9
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	51.4	51.4
Average Recon on U/C Trade	\$ 1,000	X 50% Gross	\$ 500	\$ 145,733
Average PUVR Wholesale			\$ 1,034	\$ 53,184
Average PUVR (Front and Back) on Trades			\$ 5,061	\$ 1,475,104
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$	175	\$	145,506
OEM Incentives Per Unit	\$	300	\$	162,000
Floorplan Assistance Per Unit	\$	887	\$	478,980
Advertising Credits Per Unit	\$	213	\$	115,020
Total Washout PNVR	\$	11,303	\$	6,103,887
Note: This does not include future Gross Opportunities				

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